2019 BAFT | North America

GLOBAL ANNUAL MEETING

CUTTING THROUGH THE NOISE
What’s Relevant in an Age of Transformation

April 28 - May 1, 2019
San Diego, California
CONGRATULATIONS TO THE FUTURE LEADERS CLASS OF 2019!

BAFT recognizes and supports the need to invest in the next generation of banking leadership. While individual institutions invest in leadership development for high potential employees, the mission of the BAFT Future Leaders Program is to engage future leaders in solving common industry changes.

**Building Collaboration Between GTB and Rest of Bank**
- **Project Sponsor:** Suresh Subramanian, BNP Paribas
- **Project Mentor:** Janna Webskowski, U.S. Bank NA
  - Abdul Aleem, ITFC
  - Media Almorad, BMO Capital Markets
  - Kerry Jordan, CIBC FirstCaribbean
  - René Kloese, Commerzbank
  - Rodrigue Nakindavyi, Danske Bank
  - Sureen Pannagas, Société Générale
  - Saurabh Sharma, Abu Dhabi Commercial Bank
  - Chanpreet Sawhney, Wells Fargo Bank

**Current Trade Dynamics: Obstacle or Opportunity**
- **Project Sponsor:** Juliette Lascoux, SEB
- **Project Mentor:** Oz Akdeniz, ANZ Bank
  - Arezu Abedinzadeh, SEB
  - Osman Ansari, JP Morgan
  - Michael Beispel, Tradeshift
  - Jennifer Couch, PrimeRevenue, Inc.
  - Luke Kneeshaw, Columbia Bank
  - Abhijit Patil, State Bank of India
  - Joshua Quigley, Bank of America Merrill Lynch
  - Gert Sonck, ING Bank NV

**Future of Correspondent Banking**
- **Project Sponsor:** Stephanie Wolf, Bank of America Merrill Lynch
- **Project Mentor:** Katie Wilson, JP Morgan
  - Rami AlHusari, Arab Bank
  - Matthew Giannotti, NatWest
  - Anthony Guide, PNC Bank NA
  - Annina Keller, Credit Suisse
  - Donald Monson, Deloitte, LLP
  - Katherine Mueller, INTL FCStone
  - Silvio Pestalozzi, UBS AG
  - Anton Suphal, RBC Investor & Treasury Services

**The Role of Humans in the Transaction Banking Sector**
- **Project Sponsor:** Jeremy Wilson, Barclays
- **Project Mentor:** Melissa Gomes, Bank of America Merrill Lynch
  - Sylvie Bartelmaos, Banque Libano-Francaise
  - Josephine Bergman, Swedbank AB
  - Michael Boede, MUFG
  - Ryan Dalrymple, U.S. Bank NA
  - Guus Huijgen, Deutsche Bank AG
  - Ryan Knoll, BNY Mellon
  - George Stergianopoulos, HSBC Bank
  - Anthony Williams, Scotiabank

**BAFT Golf Shotgun Tournament Breakfast**
- **Grande Ballroom Terrace**
- **BNP PARIBAS**
  - The bank for a changing world

**BAFT Annual Golf Shotgun Tournament**
- **Torrey Pines North Course**

**Meetings and Networking**

**BAFT Wellness Activities**
- **Fairway Garden**

**Opening Reception**
- **Grande Ballroom Terrace**

**Opening Dinner**
- **Grande Ballroom A-C**
  - Featuring the 2019 Future Leaders Class Graduation Ceremony

**SUNDAY, APRIL 28, 2019**

6:00AM – 7:00AM
**BAFT Golf Shotgun Tournament Breakfast**
**Grande Ballroom Terrace**
**Sponsored by**

7:00AM – 12:30PM
**BAFT Annual Golf Shotgun Tournament**
**Torrey Pines North Course**
Kick off the event with the Annual Golf tournament in a championship course amidst scenic ocean views. Awards will be presented for the Longest Drive – Men’s, Longest Drive – Women’s and Lowest Score, during Monday’s networking reception.

8:00AM – 6:00PM
**BAFT Registration Open**
**Grande Ballroom Pre-Function**

8:00AM – 6:30PM
**Meetings and Networking**
The Global Annual Meeting is an excellent venue to network with peers, colleagues and clients. We recognize this need and have exclusive times during the conference dedicated for bilateral and small group meetings. We request attendees conduct meetings strictly during these times, or before/after the session programming each day. Refer to page 4 for bilateral meeting rooms.

10:00AM – 12:00PM
**BAFT Wellness Activities**
**Fairway Garden**
Relax two ways before the conference programming begins! Join your colleagues and fellow attendees for an hour each of yoga and tai-chi. Sessions will run concurrently at the top of each hour. You can do one or both, it’s your choice!

6:30PM – 7:30PM
**Opening Reception**
**Grande Ballroom Terrace**

7:30PM – 10:00PM
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**Sponsored by**
**BILATERAL Meetings Rooms**

**ANZ**  
Terrace Suite 3050 (Wing 2*)

**Barclays**  
Terrace Suite 3016 (Wing 1*)

**Bank of America Merrill Lynch**  
Vista Suite 1088 (Wing 3***)

**BMO Capital Markets**  
Vista Suite 3084 (Wing 3***)

**BNP Paribas**  
Pacific Suite (Lobby Level)

**BNY Mellon**  
Room 1: Canyon Suite (Ballroom Level)  
Room 2: Terrace 4014 (Wing 1*)

**CGI**  
Hospitality Suite 1059 (Ballroom Level)

**Citi**  
Terrace Suite 4117 (Wing 4***)

**Deutsche Bank**  
Shores Suite (Ballroom Level)

**HSBC Bank**  
Hospitality Suite 1031 (Ballroom Level)

**JP Morgan**  
Terrace Suite 3119 (Wing 4***)

**PNC Bank NA**  
Champion Suite 4082 (Wing 3***)

**Royal Bank of Canada**  
View Suite (Lobby Level)

**Standard Chartered Bank**  
Room 1: Executive Boardroom (Ballroom Level)  
Room 2: Cove Suite (Ballroom Level)

**TD Bank**  
Hospitality Suite 1102 (Ballroom Level)

**UBS AG**  
Vista Suite 2086 (Wing 3***)

**Visa**  
Terrace 4048 (Wing 2*)

**Wells Fargo Bank**  
Ocean Suite (Lobby Level)

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**MONDAY, APRIL 29, 2019**

Wi-Fi is available during the conference  
Sponsored by

**Fifth Third Bank**

Sil.do, an interactive Q&A and audience polling system, is available during the conference.  
Sponsored by

**ING**

Q&A and Audience Polling  
Sponsored by

**Wells Fargo**

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6:30AM – 7:45AM  
**BAFT 6th Annual Fun Run/Walk**  
*Front Portico of Hotel (across from tennis courts)*

Join us where the Annual Fun Run/Walk first started, right here at Torrey Pines. Kick off Monday morning with a 5K Run/Walk along the coast up to the Torrey Pines State Natural Reserve. All participants receive a t-shirt. The fastest man and fastest woman will be announced during Monday’s networking reception.  
Sponsored by

**TD**

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7:30AM – 5:00PM  
**BAFT Registration Open**  
*Grande Ballroom Pre-Function*

7:30AM – 8:30AM  
**Networking Breakfast**  
*Grande Ballroom D-E*

Sponsored by

**Societe Generale**

8:30AM – 08:50AM  
**Welcome**  
*Grande Ballroom A-C*

Kimberly Burdette  
Chair, BAFT  
Senior Vice President and Manager, International Financial Institutions  
PNC Bank NA

Tod Burwell  
President and CEO  
BAFT
8:50AM – 9:35AM
Transaction Banking Global Leaders’ Roundtable
Grande Ballroom A-C
Moderator
Peter Hall
Vice President and Chief Economist
Export Development Canada

Panelists
Anurag Bajaj
Regional Head of Americas
Global Head of Correspondent Banking
Transaction Banking
Standard Chartered Bank

James Rausch
Managing Director
Global Head of Banks, Brokers & Exchanges
RBC Investor & Treasury Services

9:35AM – 10:05AM
Cutting Through the Noise: An Interactive Session
Grande Ballroom A-C
This interactive session will address: What drives your business? What are the main challenges you are facing? What are the main opportunities out there for you? For the first time, we will moderate an interactive session that starts with YOU. Using video material, polling questions and some input from industry thought-leaders, we want to know from you what you want to learn more about and what is important to you to grow your business in these challenging times.

Facilitators
Nick Smit
Managing Director
Head of Financial Institutions - Americas
ING

Peter Zotos
Managing Director and Client Executive
North America Banks & Broker Dealers
Treasury Services
JP Morgan

10:05AM – 11:00AM
Banking 2030 – Evolution or Disruption?
Grande Ballroom A-C
Visionaries and practitioners from within and outside the industry will challenge your thinking by presenting contrarian visions for what Financial Services may look like in 10+ years. The session will discuss what the future holds for your clients, products and the industry overall.

Moderators
Tarik Muzaffar
Managing Director and Global Head
Financial Institutions
TD Bank

Christian Stolcke
Global Head of Banks and Corporate & Institutional Clients Americas
UBS AG

Panelists
Nicolas Darveau-Garneau
Chief Search Evangelist
Google

Lisa Frazier
Executive Vice President, Head of Innovation
Wells Fargo Bank

Gerald Walker
CEO Americas
ING

11:00AM – 11:20AM
Networking Break
Grande Ballroom Foyer
Sponsored by

11:20AM – 12:15PM
Collaborative Disruption – Fintech & FIs
Grande Ballroom A-C
Technology has revolutionized business as we know it. With many businesses embracing the disruptive nature of FinTech, an increasing number of financial institutions are forging partnerships to accelerate the development of innovative solutions in order to respond to customer demands. What are the challenges and opportunities for new technologies like real-time payments and blockchain when taking it from concept to production? What are the future trends in this space? A panel of FinTech and banking innovation executives will discuss the mind-set, investment and collaboration required to successfully commercialize new applications in payments and global transaction banking.

Moderator
Patricia Gomes
Executive Vice President
Global Head, Trade and Receivables Finance
HSBC Bank

Panelists
Alisa DiCaprio
Head of Global Trade Strategy & Research
R3

Eric Foust
Senior Director, Product Management
Early Warning

Dominic Venturo
Executive Vice President, Chief Innovation Officer
U.S. Bank NA

12:15PM – 12:20PM
BAFT Update
Grande Ballroom A-C
12:20PM – 1:00PM
Future Leaders Presentation Part 1
Grande Ballroom A-C

The class of 2019 Future Leaders Program worked on four projects related to challenges and issues affecting the transaction banking industry today. Listen to two of four project teams as they provide a summary of their findings and recommendations. The other two project teams will present their findings and recommendations tomorrow.

Project Team: Current Trade Dynamics: Obstacle or Opportunity
Project Team: The Role of Humans in the Transaction Banking Sector

1:00PM – 2:00PM
Lunch + Lunch and Learn
Grande Ballroom D-E

Lunch is included with your registration. You may enjoy lunch with your peers, or have lunch at one of the special tables to discuss hot topics in the industry with experts in the field. Each lunch and learn table of 10 will cover one industry topic of interest. Seats are limited and on a first-come, first-served basis.

Lunch and Learn Table 1
The Realities of Payments System Modernization
Establishing modernized payments systems is about striking a balance between the needs of all the stakeholders, understanding the current infrastructure and its limitations while introducing the new features and functions needed to meet the new payments processing realities. Our group will explore these realities and solutions.

Lunch and Learn Table 2
Is Your Bank Ready for Next Generation Payments?
This session will discuss the rapidly changing payments landscape and what this means for your organization. Future success will depend on how well banks recognize and adapt to the ‘next generation’ of payments. Can we learn any lessons from Europe and the introduction of PSD2 and Open Banking? What is the likely adoption roadmap for API payments in North America? What benefits have come from the migration to ISO 20022, and what further challenges lie ahead?

Lunch and Learn Table 3
How Banks Are Turbo Charging Their Back Office Operations With Intelligent Automation
Learn how to combine Machine Learning, AI, Robotic Process Automation, BPM, cognitive processing and analytics into real world solutions. These include automated entity extraction for sanctions screening, letter of credit processing and collections. We use natural language and cognitive processing to understand and assign ticket priority, as well as automate interactions with the back office to help quickly resolve customer issues.

1:00PM – 6:00PM
Bilateral Meetings and Networking

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2:00PM – 6:00PM
Special Interest Workshops
Scripps Ballroom I

Join subject matter experts during these special interest topics affecting the industry today. Workshops are smaller in size for an interactive dialogue between the speakers and attendees.

2:00PM – 2:50PM
Using a SWIFT Service Bureau to Integrate Global Payments
FNBPA and INTL FCStone discuss INTL FCStone’s recent acquisition of SWIFT solutions provider, PayCommerce, and what this means for banks looking to expand their global payment offering through better utilization of their SWIFT systems.

Speakers
Venkat Banavar V.
Head of SWIFT Business
INTL FCStone

Byard Bridge
Senior Vice President, Global Payments
INTL FCStone

Yenner Karto
Senior Vice President and Head of International Banking
First National Bank of Pennsylvania

3:00PM – 3:50PM
Using Digital Assets for Cross-Border Payments
How Ripple is enabling the world to move money like information moves today. 

Speaker
Cameron Goldberg
Sales Director
Ripple
4:00PM – 4:50PM
New Payments Platform Workshop – The Real Time Payments & Agency Experience in Australia
Launched in Australia in February 2018, the New Payments Platform (NPP) delivers real time payments providing a fast, flexible, data rich alternative for clients. Twelve months in, what has been the experience and has the NPP delivered on its promise?
ANZ has led the industry to provide agency services to regional banks and other non-participants. Join us to find out what the Australian experience has been and the learnings other countries can take.
Moderator
Oz Akdeniz
Head of Transaction Banking Americas, Institutional ANZ
Panelists
Mark Evans
Managing Director Transaction Banking, Institutional ANZ
Simon Ireland
Global Head Financial Institutions Group, Institutional ANZ
Hosted by ANZ

4:55PM – 5:10PM
Update on the BAFT Distributed Ledger Payment Commitment – DLPC
The BAFT Innovation Council’s DLPC Working Group has just released its Business Best Practice and Technical Best Practices documentation. This session is to provide an update on the Working Group’s efforts to provide technical specifications and a legal framework for payment commitments incorporated in digital trade transactions. The development of new trade platforms has given particular impetus to the efforts of the DLPC Working Group
Speaker
Janna Webskowski
Vice President and Senior Product Manager
International Banking Group
U.S. Bank NA

5:15PM – 6:00PM
The Respondent’s Playbook: An Overview
What drivers do correspondent banks consider when establishing new or reviewing existing correspondent banking relationships? What best practices and measures can respondents adopt to increase the likelihood of a favorable outcome? Find out during this must-attend session on the Respondent’s Playbook, a tool BAFT specifically developed for respondent banks, MSBs, and fintech companies.
Speaker
Samantha Pelosi
Senior Vice President, Payments & Innovation
BAFT

6:00PM – 7:00PM
Networking Reception and Awards Event
Fairway Garden
Relax and unwind as you network with your colleagues and clients. The annual golf and fun run/walk winners will be announced during this event.
New technologies are facilitating the inter-connectivity between the players and the platforms. A few years back, banks were feeling threatened by the emergence of fintechs. Fast forward, fintechs are very much present today and banks are still and will continue to have an important role to play as providers of the financing. The newer technologies, APIs, blockchain, and AI are all enablers to enhancing the process, creating more efficient flow, and ultimately a better customer experience. The panel will discuss and debate these points above.

Moderator
Geoffrey Brady
Managing Director
Head of Global Trade & Supply Chain Finance
Bank of America Merrill Lynch

Panelists
Nancy B. Amert, MBA, PMP
Director, Trade Innovation Lab
CGI
Dominic A. Capolongo
Executive Vice President, Global Head of Funding
PrimeRevenue, Inc.
Saket Sinha
Global Vice President and
Blockchain Leader for Financial Services
IBM

11:45PM – 11:50PM
BAFT Update
Grande Ballroom A-C

11:50AM – 12:30PM
Future Leaders Presentation Part 2
Grande Ballroom A-C
The class of 2019 Future Leaders Program worked on four projects related to challenges and issues affecting the transaction banking industry today. Listen to the other two project teams as they provide a summary of their findings and recommendations.

Project Team: The Future of Correspondent Banking
Project Team: Building Collaboration between GTB and Rest of Bank

12:30PM – 2:00PM
Lunch Address
Grande Ballroom D-E
Sponsored by
PNC

Featured Speaker
Rick Leander
Co-Founder and Development Director
Understood Connections

Go to www.slido.com and enter the event code: #ING
2:00PM – 6:00PM
**Bilateral Meetings and Networking**
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**Special Interest Workshops**
*Scripps Ballroom I*
Join subject matter experts during these special interest topics affecting the industry today. Workshops are smaller in size for an interactive dialogue between the speakers and attendees.

**2:00PM – 2:50PM**
**Use of AI and Machine Learning in Financial Crime Compliance to Reduce False Positives and Profit From It**
This workshop will cover use cases for AI, specifically machine learning, and look at how they can enable you to achieve greater efficiencies within financial crime compliance. We’ll look at different machine learning techniques and the underlying data requirements behind them; how data can be harnessed to build processing models; practical examples to achieve quick wins in sanctions false positive rate (FPR) reduction; and how the models are continually trained to ensure on-going lower FPR over time. Along the way, profit from reduced false hits and increased customer satisfaction.

*Speaker*
Rajiv Desai
Senior Vice President, US Operations
Pelican

*Hosted by*
Pelican

**3:00PM – 3:50PM**
**The Future of Banking**
Come and learn how banking will look in the future, the changing role of banks and fintechs, and what you should expect from the modern banking experience.

*Speaker*
Brian Anderson
Vice President, Business Development
SwapsTech

*Hosted by*
SwapsTech

**4:00PM – 4:50PM**
**Blockchain for New Era of Trade Facilitation**
Trading lies at the heart of a market economy. Yet massive volumes of antiquated processes clog today’s trade finance systems. IBM is at the forefront of acting as a catalyst to convene consortiums to build trusted trading platforms using blockchain to reduce friction and ease trading processes. In this workshop, we will discuss how trailblazers are breaking down the barriers between banks, and the latest initiative on interconnecting trade platforms.

*Speakers*
Parm Sangha
Executive Partner, European Blockchain Leader
IBM

Saket Sinha
Global Vice President and Blockchain Leader for Financial Services
IBM

*Hosted by*
IBM

**5:00PM – 5:50PM**
**Payments Workshop – The Era of Modernization and Open Banking**
Financial institutions must take a holistic approach to system modernization beyond US real-time payments and support innovations in open banking and ISO 20022. How can banks offer customers the broadest suite of modern solutions to meet today’s growing customer demand while future proofing their investment?

*Speaker*
Robert Mancini
Head of Payments, Americas
Finastra

*Hosted by*
Finastra

**6:00PM – 7:00PM**
**Networking Reception**
*Grande Ballroom Terrace*

**7:00PM – 10:00PM**
**Gala Dinner**
*Grande Ballroom A-C*
Join us for a special evening during the annual Gala Dinner. The Gala is open to all conference attendees.

*Featured Speaker*
Steve Gotz
Partner
Silicon Foundry

*Mountains, Molehills & Digital Disruption*
Steve Gotz is a leading expert on emerging corporate ventures. He will speak about how some of the world’s leading corporations are radically re-imaging their businesses by innovating how they build and invest in new ventures.

*Featured Speaker*
Steve Gotz
Partner
Silicon Foundry
9:40AM – 10:35AM
Helping Clients Navigate the Changing Payments Landscape
Grande Ballroom A-B

In the ever changing landscape in the payments world, RM’s need broader skills to remain relevant to their clients - those FIs and fintech’s consider as our customers. Advisory and technology skills increase in importance, along with managing large amounts of information and data. This session explores how relationship managers can evolve with the payments landscape to continue to provide value added services to their clients.

Moderator
Thérèse Giambona
Executive Director, Treasury Services
JP Morgan

Panelists
Al J. Carpetto
Region Head U.S. & LACA
Western Union Global Payments

Amy Sahm
Senior Vice President and Manager, International
Fulton Financial Corporation

Stephanie Wolf
Head of Global Financial Institutions and
Global Government Banking Sales
Global Transaction Services
Bank of America Merrill Lynch

10:35AM – 11:30AM
Competition Among Cross-Border Payment Networks
Grande Ballroom A-B

Join us for a lively conversation as representatives from three distinct payment networks discuss what each network brings to the table. We’ll also hear how banks use payment networks and how each different approach helps provide redundancy, expand reach and meet customer needs.

Moderator
Sue-Ellen Speight
Senior Vice President, Global Payments
INTL FCStone

Panelists
Ryan Gaylor
Director
Global xRapid Partnerships in Business Development
Ripple

David Scola
Head of North America
SWIFT

Ajith Thekadath
Global Head, Visa B2B Connect
Visa Business Solutions
Visa

J. Christopher Ward
Executive Vice President
Head of Product, Treasury Management
PNC Bank NA
11:30AM
Closing Remarks
Grande Ballroom A-B

Nick Smit
Managing Director
Head of Financial Institutions - Americas
ING

Peter Zotos
Managing Director and Client Executive
North America Banks & Broker Dealers
Treasury Services
JP Morgan

Tod Burwell
President and CEO
BAFT

11:30AM – 5:00PM
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12:00PM – 4:30PM
New! Post Conference Innovation Workshop: Think Like a Start-Up!
Scripps Ballroom I

Do you see disruption as a roadblock or an opportunity? Whether your institution is large or small, new or more established, you can apply an agile approach to problem-solving.

At BAFT’s new Innovation Workshop, you’ll dive in to design thinking with hands-on, collaborative exercises posed to drive customer insights, brainstorm on implications of exponential technology, and encourage shifts from the way you do business today. Learn to think like Google, Apple and Amazon, and adapt innovative solutions to your day to day operations.

This exciting new workshop immediately follows the Global Annual Meeting. Stop by the registration desk to add this workshop to your registration.

Follow us on Twitter @BAFT_Global and share your event related tweets using #BAFT

AFFILIATE MEETINGS
Affiliate meetings are open to committee members and invited guests only.

SUNDAY, APRIL 28, 2019
1:00PM – 2:00PM
BAFT Membership Committee Meeting
Fairway Ballroom 4

2:00PM – 5:00PM
BAFT Board of Directors Meeting
Fairway Ballroom 1

4:45PM – 6:00PM
BAFT Future Leaders Reception
Fairway Terrace

MONDAY, APRIL 29, 2019
1:30PM – 3:30PM
Global Trade Industry Council Meeting
Fairway Ballroom 1

3:00PM – 4:00PM
Regional Bank Committee Meeting
Fairway Ballroom 4

4:00PM – 5:00PM
Innovation Council Meeting
Fairway Ballroom 1

TUESDAY, APRIL 30, 2019
7:30AM – 8:30AM
Payments Committee Meeting
Scripps II

3:15PM – 4:30PM
Future Leaders Council Meeting
Scripps II

5:00PM – 6:00PM
New Member/Non-Member Reception
Fairway Terrace

WEDNESDAY, MAY 1, 2019
11:30AM – 1:00PM
North America Council Meeting
Scripps II
Copp Clark
COPP CLARK is the authoritative source for holiday reference data relating to global financial markets. Our products and services enhance transactional integrity by ensuring accurate value dates and trading schedules. Our market holidays, trading hours and early closings data is recognized globally as the industry-standard.

China Systems
China Systems is the world’s leading Trade Finance software provider. Its flagship product Eximbills Enterprise is used by some of the largest banks worldwide to manage sophisticated trade processing requirements for traditional trade and supply chain finance. Eximbills Enterprise is supported by our front-end portal, Customer Enterprise.

Currency Exchange
Currency Exchange International is a full service foreign currency and international payments technology and services provider. We help our clients identify and create foreign exchange solutions, delivering a best practices approach through unparalleled customer service and integrated technology to create significant financial and operational efficiencies.

Finastra
Finastra delivers the broadest portfolio of financial services software in the world today. Our vision is to unlock the potential of people and businesses across the financial ecosystem. Our open platform brings parties together to collaborate, innovate, and build great customer experiences.

INTL FCStone
The Global Payments team at INTL FCStone Ltd. (IFL) offers a customized cross-border payment service to international and regional banks, aid and development organizations, and corporates. Through its network of over 300 correspondent banking relationships, IFL allows banks to make local currency payments for their customers to over 175 countries and in 140 currencies.

Kyriba
Kyriba offers a pre-built, commercially available cloud platform for financial institutions to deliver supply chain finance to their corporate customers. Kyriba, a leader in corporate finance and payments software, enables banks to simplify the go-to-market for supplier financing products by integrating with existing banking technology and branding to bank specifications.

Persistent Systems
Persistent Systems builds software that drives the business of our customers. Our customers are software product companies and enterprises across industries with technology at the core of their digital transformation. We focus on the “how” of digital transformation to build design and data-driven applications and software-driven businesses. For more information, please visit www.persistent.com.

SwapsTech
SwapsTech is a rapidly growing, innovative banking technology solutions provider. SwapsTech offers a front to back, multi-currency bank operating system with solutions for domestic and cross border payments, foreign exchange, trade finance, and other treasury management services. SwapsTech’s desire is to bring cutting edge technology to banks, implement it quickly and painlessly, and keep our customers at the forefront of the modern age of digital and open banking.
Dean Abbott  
Co-Founder, Chief Data Scientist  
SmarterHQ

Mr. Dean Abbott is Co-Founder and Chief Data Scientist at SmarterHQ. Mr. Abbott is an internationally recognized expert and innovator in data science and machine learning, with more than three decades of experience solving problems and deploying solutions for dozens of clients in customer analytics, fraud detection, and many more. He is frequently included in lists of pioneering and influential data scientists. Mr. Abbott is the author of Applied Predictive Analytics (Wiley, 2014), co-author of The IBM SPSS Modeler Cookbook (Packt Publishing, 2013), and is a popular keynote speaker and workshop instructor at data science and analytics conferences and meetups worldwide.

John Ahearn  
Global Head, Trade  
Citi

Mr. John Ahearn, a Managing Director in Citi’s Transaction Services (CTS) business, is currently responsible for global supply chain and trade finance, including export and agency financing, as well as asset optimization. Prior to joining Citi, Mr. Ahearn was with ABN Amro for eight years and was responsible for Financial Institutions and Head of Sales globally for the trade business. He also had senior roles at Bank of New York and started his banking career at J.P. Morgan as a Management Trainee. Mr. Ahearn is also on the Board of Directors for BAFT and the Pacific Rim Bankers Association.

Nancy B. Amert, MBA, PMP  
Director, Trade Innovation Lab  
CGI

Ms. Nancy Amert has 25+ years’ experience in credit and trade and is a recognized thought leader in supply chain finance (SCF) technologies used by global banks and their corporate customers. As Director of CGI’s Trade Innovation Lab, she is helping to lead and shape the strategic direction of the CGI Trade360 SaaS platform and its evolution into a fully integrated global solution for traditional trade, payables, receivables, collateral management and cash management. Ms. Amert and her team are actively engaged in the exploration of Blockchain/DLT solutions, emerging technologies and intelligent processing automation (IPA) for trade finance and supply chain.

Anurag Bajaj  
Regional Head of Americas  
Global Head of Correspondent Banking, Transaction Banking  
Standard Chartered Bank

Mr. Anurag Bajaj is Regional Head for the Americas and the Global Head of Correspondent Banking for Standard Chartered’s Transaction Banking business. As the head of the Americas Transaction Banking business, he leads a team responsible for developing and implementing trade, cash and securities services propositions for Standard Chartered’s Corporate and Financial Institution clients. He also leads sales, product, innovation and service teams globally for Correspondent Banking propositions offered to clients in 100+ countries. Prior to this, Mr. Bajaj was Head of Sales for the Correspondent Banking business.

Geoffrey Brady  
Managing Director, Head of Global Trade & Supply Chain Finance  
Bank of America Merrill Lynch

Mr. Geoff Brady is Managing Director and Head of Global Trade and Supply Chain Finance in Global Transaction Services (GTS) at Bank of America Merrill Lynch. In this role, he oversees management of the origination and delivery of supply chain, receivables and trade finance products that provide liquidity, risk mitigation, and working capital optimization for the bank’s Corporate, Commercial and Business Banking clients. He is based in New York. Prior to joining the bank in August 2018, Mr. Brady was the Americas region executive for JP Morgan’s Global Trade & Loan Products business.

Kimberly Burdette  
Chair, BAFT  
Senior Vice President and Manager  
International Financial Institutions  
PNC Bank NA

Ms. Kimberly Burdette is a Senior Vice President in Capital Markets for PNC Bank and the manager of its International Financial Institutions business. She has responsibility for the relationship, credit and compliance management of international banks with which PNC engages. PNC provides a wide range of trade, treasury management, balance sheet management and capital markets solutions and services to international financial institutions operating in the US and abroad. Ms. Burdette has worked for PNC Bank and its predecessor, Pittsburgh National Bank, for 30 years. Ms. Burdette is currently EVP of PNC’s edge act subsidiary, PNC Bank International. She also serves as a director for BAFT.

Tod Burwell  
President and CEO  
BAFT

Mr. Tod Burwell is the President and Chief Executive Officer of BAFT. Prior to being promoted to CEO, he served as the Senior Vice President of Trade Products with oversight of all trade-related initiatives including the Global Trade Industry Council, Trade Committees, and other strategic initiatives of the organization. Mr. Burwell has nearly 30 years of trade, supply chain and cash management experience as a banking practitioner, as well as serving as a consultant to global corporations and suppliers of strategically integrated trade solutions. Prior to joining BAFT, Mr. Burwell was a Managing Director at J.P. Morgan Chase and held senior global management roles responsible for trade operations, launching the logistics business and managing global product sales for trade finance and logistics management.

Dominic A. Capolongo  
Executive Vice President, Global Head of Funding  
PrimeRevenue, Inc.

Mr. Dominic Capolongo joined PrimeRevenue in 2016, and is responsible for leading our bank and capital markets funding strategies and execution. He focuses on building global, scalable and highly efficient funding structures that maximize options for supporting PrimeRevenue’s programs. Mr. Capolongo began his career as an attorney and was a partner with Kaye Scholer before joining DLJ as a senior banker. He brings tremendous strategic and capital markets experience in all areas of finance having held senior positions at, among others, Credit Suisse and RBC Capital Markets in addition to DLJ.

Al J. Carpetto  
Region Head U.S. & LACA  
Western Union Global Payments

Mr. Al Carpetto is responsible for leading the payments and foreign exchange business focusing on multiple vertical markets and strategic partnerships for Western Union Business Solutions. He has over twenty-five years’ experience in the global payments industry. Prior to Western Union, Mr. Carpetto was the Americas
SPEAKERS

Business Head for Intellect Design, a FinTech company providing software payment solutions to the banking industry. He also has held leadership positions at three prestigious banks. He was an Executive Vice President of Enterprise Commercial Payments at Key Bank, Senior Vice President and Head of Treasury Services for the Americas at Royal Bank of Scotland and prior to that a Senior Vice President at J.P. Morgan responsible for Treasury Services.

Amy Celico
Partner
Albright Stonebridge
Ms. Amy Celico is a Principal of Albright Stonebridge Group (ASG) and leads the firm’s China team in DC. With over 20 years of experience, Ms. Celico helps clients develop and implement strategies to deepen relationships with stakeholders, resolve complex problems, and expand their business. Prior to ASG, she served as Senior Director for China Affairs at the Office of the U.S. Trade Representative; Deputy Director of the Office of the Chinese Economic Area at the Department of Commerce; and at the Department of State, including as a diplomat in Beijing and Shanghai.

Nicolas Darveau-Garneau
Chief Search Evangelist
Google
Mr. Nicolas Darveau-Garneau (“Nick”) is Google’s Chief Search Evangelist. He works with Google’s most sophisticated advertisers to help them improve the profitability of their Google marketing investment. Previously, Mr. Darveau-Garneau ran Google’s search specialist team and the USA and Canada’s performance sales teams. He also launched and managed Google’s Montréal office. Mr. Darveau-Garneau has been an Internet entrepreneur since 1995. He was part of the founding team of MSN.com; was the co-founder of four Internet companies (imix.com, Liquor.com, BigDeal.com, and Fanhood) and has advised many companies like Famo.us, SommSelect, Poka, Idilia, and more.

Alisa DiCaprio
Head of Global Trade Strategy & Research
R3
Ms. Alisa DiCaprio is the Head of Global Trade Strategy at R3 in New York City. She joined from Asian Development Bank where she was a senior economist working on digital trade, trade finance and innovation. She has also worked in both the public and private sectors on export promotion, trade negotiations, and labor issues. Her PhD is from MIT.

Tom Deutsch
Watson CTO
IBM
Mr. Tom Deutsch is CTO for IBM’s Industry Solutions group, focused on emerging business models, disruptive technologies, and lean analytics methodologies. Mr. Deutsch has responsibility for designing and building Cognitive solutions that span IBM Watson, Software, Cloud, Research and GBS. He has created & launched many data science as a service offerings and authored papers on emerging analytics methodologies that change the art of the possible. In Q1 2015 the programs that he invented were expanded to a global IBM initiative. Prior to this Mr. Deutsch was Program Director on IBM’s Big Data Team. He played a formative role moving SoSQL technology from Research to IBM Software Group.

Umar Farooq
Head of Channels, Analytics & Innovation, Treasury Services
Head of Blockchain Initiatives, Corporate & Investment Bank
JP Morgan
Mr. Umar Farooq is the Head of Digital Treasury Services and Head of Blockchain for the Corporate and Investment Bank (CIB). Prior to his current role he was the Head of CIB Fintech and the CFO responsible for financial oversight and business management across Technology, Operations, and Controls. Previously he held leadership positions in Chase Bank including Head of Small Business Segment and National Sales Manager for Chase Business Banking. Mr. Farooq joined JP Morgan in 2009. Before joining JP Morgan, he was the Chief Sales Officer for CIT Group where he led revenue growth across middle market and specialty lending businesses globally.

Eric Foust
Senior Director, Product Management
Early Warning
Mr. Eric Foust is Sr. Director, Product Management at Early Warning Services. In his role, Mr. Foust is responsible for the enterprise product platform that delivers wholesale banking products, including Disbursements with Zelle®. His is responsible for the strategic direction and new product development for wholesale related initiatives. As a subject matter expert on Zelle, Mr. Foust leads strategic discussions with financial institutions, partners, and providers. Prior to joining Early Warning in 2016, he was the team lead for PNC’s Treasury Innovations team. Additionally, he has held a number of payments and relationship development roles during his twelve year career at PNC Bank.

Liza Frazier
Executive Vice President, Head of Innovation
Wells Fargo Bank
Ms. Lisa Frazier is the head of Wells Fargo’s Innovation Group, an enterprise-wide organization devoted to accelerating the company’s delivery of next-generation, customer-inspired technologies, products, and services. The Innovation Group leads programs in Artificial Intelligence (AI), Distributed Ledger Technology (DLT), research and development (R&D) in new technologies, the Wells Fargo Startup Accelerator, and Greenhouse by Wells Fargo, a mobile-first banking experience geared toward improving financial health and planning to customers who need it, like students or others who are new to banking, or those who are paid irregularly. Prior to Wells Fargo, Ms. Frazier led highly regarded digital programs as the Chief Digital Officer for Commonwealth Bank of Australia (CBA) and as a Partner at McKinsey & Company.

Ryan Gaylor
Director, Global xRapid Partnerships in Business Development
Ripple
Mr. Ryan Gaylor is responsible for building out the global infrastructure and partner ecosystem for Ripple’s xRapid product. He has nearly 20 years of experience across FinTech, treasury and capital markets. Mr. Gaylor started his career in FinTech as a product manager at Parlano. Post graduate studies at Northwestern, he worked on the equity desk at Baird, building out the desk analyst team to add quantitative and thematic research to Baird’s award winning fundamental research. Prior to joining Ripple, he managed the client and mid-market business for the Americas at Reval, a leading SaaS Treasury Management Systems.
Baldev Ghuman
Head of Information Architecture & Data Strategy, CDO Office
Silicon Valley Bank Financial Group

Mr. Baldev Ghuman is a visionary and execution-focused Senior Executive with demonstrated expertise and experience in developing data and information strategies, business transformation, vision development and oversight of delivering cutting-edge solutions for financial services across Commercial Credit solutions, Client Experience and Regulatory Reporting. He has over 20 years of experience with 14 years at SVB Financial Group, responsible for strategy and architecture for Big Data, Data Warehousing, Business Intelligence, AI/ML, Data Management, and Governance. Prior to joining SVB, Mr. Ghuman held multiple consulting assignments as a lead architect since 1997 at CPA2Biz, Honda and RGA.

Thérèse Giambona
Executive Director, Treasury Services
JP Morgan


Patricia Gomes
Executive Vice President
Global Head, Trade & Receivables Finance
HSBC Bank

Ms. Patricia Gomes is Head of Global Trade and Receivables Finance (GTRF), North America for HSBC. In this role, she is responsible for leading and managing the GTRF business across Commercial banking and Global Banking clients. With 20 years of experience in banking, Ms. Gomes joined GTRF from the Financial Institute Group (FIG), where she was Head of North America. She has worked for HSBC since 2004 in a variety of roles in London, Hong Kong and New York. Prior to joining HSBC, Ms. Gomes worked with Citigroup, in Financial Institutions coverage and Credit Risk Management in both London and Lisbon.

Steve Gotz
Partner
Silicon Foundry

Mr. Steve Gotz knows a bit about emerging corporate ventures and advanced technology initiatives after more than 25 years working with corporate executives in a range of industries across five continents. Over the course of his career he has worked with a diverse group of international organisations to develop and launch emerging technologies and new ventures including: AT&T, Microsoft, IBM, Huawei, GE, Symantec, Nationwide UK, Oxford University, Umpqua Bank, Trinity College Dublin, Science Foundation Ireland and the Irish Economic Development Agency (Enterprise Ireland).

Maryscott Greenwood
CEO, Canadian American Business Council
Principal, Dentons US LLP

Ms. Maryscott (Scotty) Greenwood is Chief Executive Officer of the Canadian American Business Council and co-leads the US Federal Public Policy practice of Dentons US, LLP a leading global law firm. Ms. Greenwood is a member of the Board of Directors of Tilray (NASDAQ: TLRY) where she serves on the Audit Committee as well as Nomination, Governance and Compensation Committees. Ms. Greenwood also serves on the Board of the Foundation for Art and Preservation in Embassies (www.fapeglobal.com) where she serves on the Executive Committee as chair of the Communications Committee, and previously as Secretary of the Board. In addition, she serves as Advisory Director for a tech start up (HYR) and a non-profit (Hostage US).

Peter Hall
Vice President and Chief Economist
Export Development Canada

Mr. Peter Hall joined Export Development Canada (EDC) in November 2004. With over 25 years of experience in economic analysis and forecasting, Mr. Hall is responsible for overseeing EDC’s economic analysis, country risk assessment and corporate research groups. In addition to preparing strategic advice for senior management and EDC, Mr. Hall is a featured speaker at conferences, international roundtables and policy fora, and regularly appears in television, radio and print media commenting on the world economy and Canadian international trade issues. He produces a widely circulated print and video weekly commentary covering an eclectic range of current global economic issues.

Rick Leander
Co-Founder and Development Director
Understood Connections

Mr. Rick Leander has been driving innovation and change in the financial services space for decades at some of the world’s largest financial institutions. Now, as Co-Founder and Development Director of Understood Connections he leverages Behavioral Economics to understand how we actually analyze choices and make decisions. Using this science he works with Financial Institutions, Health Care Providers and entrepreneurs to help them reshape their environments to improve their connections with their customers, employees, members and patients. He is in demand as a speaker on Behavioral Economics, Payments, Innovation and Company Culture development.

Tarik Muzaffar
Managing Director and Global Head, Financial Institutions
TD Bank

Mr. Tarik Muzaffar is Global Head of Financial Institutions within Global Transaction Banking, overseeing regional teams in Toronto, London, and Singapore. Mr. Muzaffar is responsible for Cash & Treasury Management solutions and relationship management for Financial Institutions. He joined TD Securities in 2002 with coverage responsibilities for financial institutions in Latin America, Caribbean, and Asia-Pacific. Mr. Muzaffar moved to London, England in 2009 as Regional Head of Global Transaction Banking for EMEA, where he built a coverage team before returning to Toronto in 2013, taking global responsibility for the business. Prior to joining TD Securities, he held various roles in Corporate Cash Management at TD.

James Rausch
Managing Director
Global Head of Banks, Brokers & Exchanges
RBC Investor & Treasury Services

Mr. James Rausch is Global Head of Transaction Banking – Banks, Brokers & Exchanges, and is based in Toronto. He is responsible for relationship management, sales development, and product management for the three segments. Prior to this role, Mr. Rausch resided in Vancouver. He is a seasoned leader.
with over 25 years’ experience in financial markets, including 12 years at Powerex and prior to that Inforwave Software, the Toronto Stock Exchange and Toronto Dominion Bank. His broad business experience includes cash management, client coverage, risk management, trading and corporate finance.

Amy Sahm
Senior Vice President and Manager, International
Fulton Financial Corporation
Ms. Amy Sahm joined Fulton Financial’s International Group in 2002 following a long-term career in the Japanese banking and trade industry. She works as department manager, overseeing product development, operations, sales and risk management. The International Group at Fulton is responsible for foreign exchange risk management and all international transactional products and services including Trade Finance for Fulton’s customer base. The International Group primarily serves import/export SME clients within Fulton’s five state footprint.

David Scola
Head of North America
SWIFT
Mr. David Scola has recently been appointed as SWIFT’s Head of North America. He is responsible for key client relationships and business development across the region. Prior to joining SWIFT, Mr. Scola served as the Global Head of Financial Institutions of Corporate Banking at Barclays London. Previously, he held senior positions at Deutsche Bank and Bank of New York in product management and strategy across various transaction banking products including custody, corporate trust, cash, trade and liquidity.

Saket Sinha
Global Vice President
Blockchain Leader for Financial Services
IBM
Mr. Saket Sinha is Vice President & Global Leader Blockchain for financial services. He leads Blockchain solutions for Financial Services globally. He brings deep expertise in convening Blockchain networks around financial services uses cases and new opportunities for our clients. Mr. Sinha is responsible for growing IBM’s Blockchain business in financial services across our banking, insurance and financial markets clients. He brings years of experiences in financial services business model, technology and architecture related to digital transformation, payments, platform banking, core banking, marketplace banking, mobile commerce, cloud based business models, intelligent automation addressing both revenue and cost drivers while helping financial institutions shift towards the new digital age.

Nick Smit
Managing Director
Head of Financial Institutions - Americas
ING
Mr. Nick Smit is a Managing Director, Head of Financial Institutions North America, with responsibility for originating and executing transactions for financial institution clients in North America, including asset managers, insurance companies, and banks. Mr. Smit has 18 years’ experience in the financial industry, primarily in corporate and global client relationship management. After he joined ING in 1995 as an Account Manager in Global Clients based in Amsterdam, he held various management roles within ING’s global banking network, including Head of Corporate Banking in Geneva, Head of Global Clients and Head of Corporate Clients for the Nordic Region based in Brussels, and Chief of Staff for ING’s global corporate and institutional business based in Amsterdam.

Sue-Ellen Speight
Senior Vice President, Global Payments
INTL FCStone
Ms. Sue-Ellen Speight is a Senior Vice President for Global Payments at INTL FCStone Ltd, leading the West Coast region for the Global Payments business unit. She holds a Bachelor of Commerce degree from the University of Queensland, Australia where she trained as an accountant, further completing an Executive Program in Strategy and Organization at Stanford University, CA. Prior to joining INTL over five years ago, Ms. Speight spent her finance career working in Banking and Management Consulting in the UK and emerging Fintech in the Bay Area. She is interested in globalization trends, emerging technologies and how traditional business models adapt to new market forces.

Christian Stolcke
Global Head of Banks and Corporate and Institutional Clients Americas
UBS AG
Mr. Christian Stolcke is a Capital Markets and Transaction Banking veteran who spent his career successfully growing service businesses and implementing large scale performance improvement programs across Shared Services, Operations and Technology. Mr. Stolcke holds a dual role at UBS as Global Head of Banks and Head of Corporate Subsidiary Banking in the Americas, both within the Corporate and Institutional Client Business. He is responsible for managing relationships with global banks and regulated broker from a coverage, risk and strategic perspective. Furthermore, he oversees the Transaction Banking business serviced out of Switzerland, which encompasses Cash, Securities and Trade & Export finance for Financial Institutions.

Ajith Thekadath
Global Head, Visa B2B Connect
Visa Business Solutions
Visa
Mr. Ajith Thekadath is the global head of Visa B2B Connect, a platform designed to give financial institutions a secure, fast and predictable way to process cross-border B2B payments. Mr. Thekadath leads a global team that works with financial institutions and technology partners around the world to pilot new ways of sending transactions over Visa’s multilateral network. Prior to this role, he was the global head of Multinational Premium program at Visa, a leadership role that he assumed in September 2011. Mr. Thekadath joined Visa in March 2008 as the regional head of multinational program for Visa in Asia Pacific, based out of Singapore.

Barry Tooker
Chief Product Officer and Global Head of Product Management
iSoftware4Banks, Inc.
Mr. Barry Tooker is the Chief Product Officer and Global Head of Product Management for iSoftware4Banks. He has been involved in operations and systems related projects for global banks and software firms as both a consultant and line manager for more than 45 years. Mr. Tooker has managed day to day operations for major money center and super regional banks. He has planned, organized, directed and managed major initiatives—including leading payment systems re-engineering efforts and other critical software installation projects for financial services organizations around the world. He is past member of the BAFT Board of Directors and past Chair of the Payments and Compensation Committee.
CALL FOR
100th Anniversary Planning Team!

BAFT celebrates its 100th year anniversary in 2021. In preparation of this monumental event, we are seeking members who are interested in helping to plan this centennial anniversary. A special celebration will be planned during our Global Annual Meeting – The Americas in Washington DC, May 2021.

Interested? Please contact Arlene Sanchez at asanchez@baft.org or stop by the registration desk.
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Thank you to our Program Planning Committee

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Kimberly Burdette, PNC Bank NA
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Global Payments
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Stephanie Wolf, Bank of America
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SAVE THE DATE
July 10 - 12, 2019 | New York, NY
baft.org/GPC

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Global Payments Conference
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